

2011 Matchmaker Participation

Avox Systems	NY Empire State Development Corp.
Beardsley Design Associates	NYS Thruway Authority
Buffalo & Fort Erie Public Bridge Authority (Peace Bridge)	Niagara Frontier Transportation Authority
Canisius College	NOCO Energy Corp.
Cannon Design	Northrop Gruman Amherst Systems
Cattaraugus County PTAC	Ortho Clinical Diagnostics, a Johnson & Johnson Company
City of Buffalo-Division of Purchase	PCB Piezronics
ConServe	Pioneer Credit Recovery Inc.
Defense Contract Management Agency	Praxair
Department of Veterans Affairs Medical Campus Update NY	SCORE Buffalo Niagara
Erie County Bureau of Purchase	SRCTec Inc.
Erie County Equal Employment Opportunity Division	SUNY University of Buffalo
GSA: Public Building Services	WNY office of U.S. Sen. Kirsten E. Gillibrand (NY)
HSBC Bank USA	Ultralife Corp.
Iberdola USA	University of Rochester
ITT Geospatial Systems	U.S. Air Force Research Laboratory, Information Directorate, Rome, NY
Mission & Installation Contracting Command Office of Small Business Programs Frot Drum, NY	U.S. Air Force Reserves
Monroe County Finger Lakes PTAC (formerly Rochester PTAC)	U.S. Army & Air National Guard
Moog Inc.	USDOT/Small Business Administration
National Fuel Gas	Women's Business Center
NY Department of Transportation	Xerox Corp.
Northland Associates Inc.	

2011 Exhibiting Participants

360 - Your Web Experts	National Grid
Adam's Mark Hotel	New York Business Development Corp.
Advance 2000	NOCO Energy Corp.
AFLAC New York	North Forest Office Space
Allentown Industries	Salsarita's Fresh Cantina
Bathfitter	SCI Telecommunications
Bene-Care Agency	SCORE Buffalo Niagara Chapter 45
Buffalo World Trade Association	Slip Prevention Services Inc.
Business First	Small Business Administration
Cadex of WNY Inc.	Speed Global Services
CH2M HILL	Stuffed Chocolate Ltd.
Citizens Bank	Sunnking Electronics Recycling
Computer SOS Inc.	The Sassy Little Bakeshop
Digits LLC	Time Warner Cable Business Class
DoGovtBiz.com	Toshiba Business Solutions
Dunkin Donuts	Tracking Innovations Inc.
Erie County Industrial Development Agency (ECIDA)	Usherwood Office Technology
FB Displays and Designs Inc.	Verizon-Small Business
Finger Lakes Technologies Inc.	Verizon Wireless
First Niagara Bank	VMR Electronics
Hadley Exhibits Inc.	
Hamburg Overhead Door Inc.	
Holland NASCAR Motor Sports	
HSBC Bank USA	
Johnson & Johnson	
KeyBank	
Lake Shore Savings Bank	
LINSTAR Security Inc.	
LPCiminelli, Inc.	
McGee Coaching	



7th Annual

2011 Small Business Matchmaker AWARDS LUNCHEON EXPOSITION

Wednesday, May 9, 2012
7:00 a.m. to 3:00 p.m.
Matchmaking starts at 8:00 a.m.

**Buffalo Niagara
Convention Center**
153 Franklin Street, Buffalo, New York





SBA Matchmaker & Expo 4 Events - One Day

Matchmaker Your opportunity to meet with buyers from federal, state, and local government agencies and national businesses. Government agencies, national businesses, and prime contractors are looking for qualified, quality firms to buy the products and services they need to fulfill government procurements.

Small Business Week Awards Luncheon The SBA Buffalo District Small Business Week will be celebrated at a luncheon supported by the SBA, SCORE Buffalo Niagara, Business First, area banks, Chambers of Commerce, and Economic Development Agencies on May 9 from 12:30 p.m.-2 p.m.

Exposition A thriving exhibition where small businesses can reach potential customers and business professionals eager to do business with you. An exposition that attracts high profile decision makers.

FREE SCORE Workshop A free learning workshop and speed marketing will be presented throughout the day. Selling to the Government Workshop will be held concurrently from 9:00-10:00 a.m. and 10:15-11:15 a.m. Presented by Larry Hillebrand.

SBA's participation in this Co-Sponsorship is not an endorsement of views, opinions, products, or services of any Cosponsor or other person or entity.

All SBA programs or cosponsored programs are extended to the public on a nondiscriminatory basis.

Reasonable arrangements for persons with disabilities will be made, if requested at least 2 weeks in advance. Contact SBA, 130 S. Elmwood Avenue, Buffalo, NY 14202, (716) 551-4301.

Schedule of Events

7:00 a.m.

Registration & Continental Breakfast

(Doors open for small businesses to check-in to the conference and sign up for their 10-minute appointment slots at national businesses/government agency tables)

7:50 a.m.

A welcome and rules of the day presentation

8:00 a.m. - 12:15 p.m.

Individual matchmaking sessions

9:00 a.m. - 10:00 a.m. &

10:15 a.m. - 11:15 a.m.

**FREE Workshop:
Selling to the Government**

12:30 p.m. - 2:00 p.m.

SBA Small Business Week Awards Luncheon

2:00 p.m. - 3:00 p.m.

Exposition & Networking

(Complimentary Dessert & Coffee)

Buffalo Niagara Convention Center

153 Franklin Street
Buffalo, New York 14202
(716) 855-5555

Website: www.buffaloconvention.com

Parking: Parking is available at ramps and surface lots adjacent to the convention center. Current rates apply.

Accommodations: Downtown Buffalo Hotels:

- **Hyatt Regency**(716) 856-1234
- **The Comfort Suites**(716) 854-5500
- **Hampton Inn & Suites**....(716) 855-2223
- **Adams Mark Hotel**.....(716) 845-5100
- **Embassy Suites**(716) 842-1000

Central Contractor Registration

Central Contractor Registration (CCR) is the primary registrant database for the U.S. Federal Government. CCR collects, validates, stores, and disseminates data in support of agency acquisition missions, including Federal agency contracts.

Both current and potential federal government suppliers are required to register in CCR in order to be awarded contracts by the federal government. <http://www.ccr.gov>

All firms attending the Matchmaker are encouraged to register in CCR before May 9, 2012.

FREE Selling to the Government Pre-Matchmaker Training Available:

DATE	TIME & LOCATION
March 7, 2012	10:00 a.m. - 12:00 p.m. Webinar Session Monroe County Finger Lakes PTAC (formerly Rochester PTAC)
March 20, 2012	10:00 a.m. - 12:00 p.m. Room 3134 Monroe County Finger Lakes PTAC 50 W. Main St. Rochester, NY 14614
April 5, 2012	10:00 a.m. - 12:00 p.m. Room 3134 Monroe County Finger Lakes PTAC 50 W. Main St. Rochester, NY 14614
April 10, 2012	10:00 a.m. - 12:00 p.m. GSA Room 423 @ Niagara Ctr. 130 S. Elmwood Ave. Buffalo, NY 14202
April 18, 2012	1:00 p.m. - 3:00 p.m. Webinar Session Cattaraugus County PTAC
April 24, 2012	10:00 a.m. - 12:00 p.m. Webinar Session Cattaraugus County PTAC
April 26, 2012	10:00 a.m. - 12:00 p.m. GSA Room 423 @ Niagara Ctr. 130 S. Elmwood Ave. Buffalo, NY 14202
May 2, 2012	2:00 p.m. - 4:00 p.m. Last Chance Prep Webinar Session Monroe County Finger Lakes PTAC

Register for the Rochester sessions at www.MonroeCountyFingerLakesPTAC.org. For additional information, contact Paulette Birch, Finger Lakes PTAC Program Director at (585)753-2015 or email PBirch@monroecounty.gov

Register for the Buffalo or Webinar sessions at www.ccptac.org or email PTAC@cattco.org. For additional information, contact Lenora Leasure, Cattaraugus County PTAC Small Business Counselor at (716)938-2311 or email LLeasure@cattco.org

Registration

- \$30 Small Business (per person)
- \$50 Prime Contractors & Large Business
- \$550 Exposition booth (includes one-year subscription to Business First AND company listing in event supplement) *Packages available contact Shelley Rohauer
- \$40 Individual Luncheon Ticket (Tables of 10 available)

Prior to May 7, 2012:

- **By credit card:**
www.bizjournals.com/buffalo/event/59541
- **By-mail:** c/o SCORE Chapter 45,
130 S. Elmwood Ave. #540,
Buffalo, NY 14202

Beginning May 8, 2012:

- Registration and payment at the door is required.

**Lunch tickets include tax-deductible contribution to SCORE Association Chapter 45, a 501(c)(3) not-for-profit organization.*

Questions about the Matchmaker event or luncheon?

- **Phone:** 716-551-4301
- **Fax:** 716-551-4418
- **E-mail:** laura.mccabe@sba.gov or kelly.lotempio@sba.gov

Questions about the expo?

- **Phone:** 716-541-1622
- **E-mail:** Shelley Rohauer at srohauer@bizjournals.com

